

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-12-11 (Wed)
EUROS IN 000'S
NA Media

BANKER	DEAL	PROB	NOV FRANCHISE VALUE	YTD NOV FRANCHISE VALUE	DEC FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Morris, J L Matcain	Salem Communications - secondary offering (3Q 02) (D024428)	0%	-	-	-	-	1,239
	Tribune Co - general advisory (radio assets) (D002234)	N/A	-	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	N/A	-	761	-	-	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	0%	-	-	-	-	9,909
	Hughes/PanAmSat - Project Pelican/Miner financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/Miner financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,960	-	-	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	N/A	-	533	-	-	-
	TM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1 (D014121)	0%	-	1,678	-	-	991
	TM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2 (D024386)	N/A	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013628)	N/A	-	89	-	-	-
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	N/A	-	462	-	-	-
	Acme Communications - general advisory (D005356)	25%	-	-	-	-	1,239
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	N/A	-	1,505	-	-	-
	Kerastore - Theaters - Bank Financing (3Q 02) (D021255)	N/A	-	859	-	-	-
	LN Television - IPO (D020127)	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	25%	-	-	-	-	3,964
	Kerasoles Theaters - Bank Financing (3Q 02) (D021255)	N/A	-	659	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	N/A	-	1,830	-	-	-
Tritto, Dyan	Young Broadcasting - HY Offering (4Q 01) (D014961)	N/A	-	527	-	-	-
	AT&T Broadband - general advisory (Project Twist & Snout / Twist & Sh (D010328)	N/A	1,007	3,670	-	-	-
	BusinessWire - general advisory (D005685)	25%	-	-	-	-	5,351
	Comcast - acq financing for AT&T Broadband (participant bank) (D020813)	50%	-	-	-	1,784	-
	Digital River - block trade (4Q 01) (D016304)	N/A	-	86	-	-	-
	Liberty Media - Acq opportunities in Europe (D016282)	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	N/A	-	3,408	-	-	9,909
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	-	19,818
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	-	-
	Walt Disney - \$450mm - IG Bond (D024828)	N/A	-	80	-	-	-
Yung, Sun J.	Comcast - acq financing for AT&T Broadband (participant bank) (D020813)	50%	-	-	-	1,784	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	N/A	-	5,025	-	-	-
	Pitney Bowes - IG offering (3Q 02) (D026114)	N/A	-	848	-	-	-
	SONICblue - equity private placement (2Q 02) (D021185)	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barconet/Project Baseball / Baseball (D013401)	N/A	-	1,524	-	-	-

12/19/2007

Global Media Revenues as at 11 Dec.xls

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 11/01/2007
EUROPE MEDIA (1)

PRODUCT	Nov Franchise Revenue	YTD(Nov) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Disc Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
MEA	-	-	-	-	-	2,300	575	8,719	25,920	(20,201)	66,613	5,725
Other Advisory	-	8,144	18,846	(10,703)	-	2,300	575	8,719	25,920	(20,201)	66,613	5,725
Total Advisory	-	8,144	18,846	(10,703)	-	-	-	-	-	-	-	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	1,929	7,262	2,482	4,770	-	-	-	7,262	8,265	(1,003)	-	-
Leverage Loan Fees	-	5,261	11,231	(5,970)	-	-	-	5,261	8,260	(2,998)	1,000	750
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	1,929	12,523	13,722	(1,200)	-	-	-	12,523	16,525	(4,002)	1,000	750
Equity Underwriting	22,334	26,102	20,920	5,182	-	17,500	-	26,102	-	26,102	27,909	6,477
Private Placement-Equity	-	-	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	152	(162)	-	17,500	-	26,102	-	-	-	-
Total Equity	22,334	26,102	21,082	5,020	-	-	-	-	26,920	(2,818)	27,909	6,477
Capital Benefits / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	900	(900)	-	-	-	-	-	-	-	-
GM DCM JV	-	-	15,705	(15,705)	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	4,191	-	4,191	-	-	-	4,191	8,265	(4,074)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	4,191	16,605	(12,414)	-	-	-	4,191	-	-	-	-
Total Corporate Finance Product	24,263	50,960	70,257	(19,297)	-	19,800	575	51,535	82,530	(31,095)	96,522	12,932

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

12/19/2007

Global Media Revenues as at 11 Dec.05

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FRANCHISE - REVENUE BY DEAL
AS OF: 11-DEC-2002
EUROS IN 000'S
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Nov	Franchise Revenue YTD(Nov)	Franchise Revenue Dec	Other Coverage Groups
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Fininvest - (Focus) / Focus (ex-Silimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputhik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	-	89	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	-	110	-	IBERIA
Total M&A		-	8,144	-	
Total Advisory		-	8,144	-	
	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020485)	1,929	1,929	-	EUR SPON
Total HYCM		1,929	7,262	-	
	Johnston Press - £880mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON, UK
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, NA MEDIA
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020485)	-	292	-	EUR SPON
Total Leverage Loan Fees		-	5,281	-	
Total Debt Products		1,929	12,523	-	
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,747	-	FRANCE
	Vivendi Universal - mandatory convertible bond (D026623)	22,334	22,334	-	FRANCE
Total Equity Underwriting		22,334	26,102	-	
Total Equity		22,334	26,102	-	
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840)	-	4,191	-	None
Total Principal Investing / PE Exceptions / Other		-	4,191	-	
Total Legacy Portfolios / Cross Selling / Other		-	4,191	-	
Total Corporate Finance Product		24,263	50,960	-	

12/19/2007

Global Media Revenues as at 11 Dec.xls

FRANCHISE - PIPELINE BY DEAL
AS OF: 11-DEC-2002
EUROS IN 000S
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline
			Dec	Jan	Feb	Mar	Balance Of Year 2003		
	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	0	-	5,000	-	-	-	5,000	-
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homercom, (D025086)	0	-	1,486	-	-	-	1,486	-
	Boosay & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	25	2,000	-	-	-	-	2,000	500
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	6,000	6,000	750
	Digiturk - sell-side advisory (D025150)	25	-	-	-	3,000	-	3,000	750
	Digiturk - sell-side advisory (D025150)	100	-	-	-	100	-	100	100
	Electronic Arts - general advisory (VUE Games) (D025037)	0	-	-	-	-	4,954	4,954	-
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	25	300	-	-	-	-	300	75
	JCDcaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	-	4,500	4,500	1,125
	Johnson Press - acqn & fn of SMK's publishing div (D025984)	0	-	-	-	800	-	800	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025866)	0	-	-	-	-	4,954	4,954	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	5,000	-	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026032)	0	-	-	-	-	4,000	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	19,818	19,818	-
	Vivendi Canal Plus French assets M&A/ECM (ex Technologies) / Cantabil (D025298)	25	-	-	-	10,000	-	10,000	2,500
Total M&A			2,300	6,486	-	18,900	44,227	71,913	6,300
Total Advisory			2,300	6,486	-	18,900	44,227	71,913	6,300
Total Leverage Loan Fees	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	-	1,000	-	1,000	750
Total Debt Products			-	-	-	1,000	-	1,000	750
Total Equity Underwriting	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	15,000	-	-	-	-	15,000	-
	BSkyB - Gap 200 million convertible bond (D020296)	0	2,500	-	-	-	-	2,500	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013636)	50	-	-	-	-	8,000	8,000	4,000
	Texas Pacific Group - IPO (Hunter) / Hunter ** (D022792)	0	-	-	-	-	10,000	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	9,909	-	-	-	9,909	2,477
Total Equity			17,500	9,909	-	-	18,000	45,409	6,477
Total Corporate Finance Product			17,500	9,909	-	-	18,000	45,409	6,477
Total Corporate Finance Product			19,800	18,395	-	19,900	62,227	118,322	13,627

12/19/2007

Global Media Revenues as at 11 Dec.xls

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-12-31 (Web)
EUROS IN 000'S
Europe Media

BANKER	DEAL	PRODUCT	PROB	NOV FRANCHISE VALUE	YTD NOV FRANCHISE VALUE	DEC FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025085)	Acquisition Advisory	0%	-	-	-	-	1,486
	Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	0%	-	2,188	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025684)	Corporate Brokerage-Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022844)	Equity Rights	N/A	-	1,649	-	-	-
	Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634)	Senior Bank Debt	N/A	-	1,960	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,500
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	19,818
	Vivendi Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025286)	Divestiture Advisory	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Bonds-Corporate High Yield	N/A	1,929	1,929	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Senior Bank Debt	N/A	282	282	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Secondary	0%	-	-	-	15,000	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Convertible Bonds	0%	-	-	-	2,500	-
Lovegrove, Stephen	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025085)	Acquisition Advisory	0%	-	-	-	-	-
	Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	0%	-	2,188	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025684)	Corporate Brokerage-Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022844)	Equity Rights	N/A	-	1,649	-	-	-
	Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634)	Senior Bank Debt	N/A	-	1,960	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,500
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	19,818
	Vivendi Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025286)	Divestiture Advisory	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Bonds-Corporate High Yield	N/A	1,929	1,929	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Senior Bank Debt	N/A	282	282	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Secondary	0%	-	-	-	15,000	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Convertible Bonds	0%	-	-	-	2,500	-
Lovell, Nicholas	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025085)	Acquisition Advisory	0%	-	-	-	-	-
	Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	0%	-	2,188	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025684)	Corporate Brokerage-Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022844)	Equity Rights	N/A	-	1,649	-	-	-
	Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634)	Senior Bank Debt	N/A	-	1,960	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,500
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	19,818
	Vivendi Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025286)	Divestiture Advisory	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Bonds-Corporate High Yield	N/A	1,929	1,929	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Senior Bank Debt	N/A	282	282	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Secondary	0%	-	-	-	15,000	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Convertible Bonds	0%	-	-	-	2,500	-
Machinas, Bruce	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025085)	Acquisition Advisory	0%	-	-	-	-	-
	Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	0%	-	2,188	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025684)	Corporate Brokerage-Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022844)	Equity Rights	N/A	-	1,649	-	-	-
	Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634)	Senior Bank Debt	N/A	-	1,960	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,500
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	19,818
	Vivendi Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025286)	Divestiture Advisory	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Bonds-Corporate High Yield	N/A	1,929	1,929	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Senior Bank Debt	N/A	282	282	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Secondary	0%	-	-	-	15,000	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Convertible Bonds	0%	-	-	-	2,500	-
Thun-Hohenstein, Christian	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025085)	Acquisition Advisory	0%	-	-	-	-	-
	Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	0%	-	2,188	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025684)	Corporate Brokerage-Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022844)	Equity Rights	N/A	-	1,649	-	-	-
	Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634)	Senior Bank Debt	N/A	-	1,960	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,500
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	19,818
	Vivendi Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025286)	Divestiture Advisory	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Bonds-Corporate High Yield	N/A	1,929	1,929	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Senior Bank Debt	N/A	282	282	-	-	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Secondary	0%	-	-	-	15,000	-
	Yell - US\$400mm financing for acqn of Motest Publishing (D020465)	Equity-Convertible Bonds	0%	-	-	-	2,500	-

12/19/2007

Global Media Revenues as at 11 Dec.xls

FRANCHISE - REVENUE & PIPELINE BY CID & DIR
 2002-12-11 (Wed)
 EUROS IN 000'S
 Europa Media

BANKER	DEAL	PRODUCT	PROB	NOV FRANCHISE		YTD NOV		DEC FRANCHISE		2002 FRANCHISE		FUTURE	
				VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE
	Vivendi Universal - mandatory convertible bond (D026623)	Equity-Convertible Bonds	N/A	22,334	-	22,334	-	-	-	-	-	-	-
	Vivendi Universal Entertainment - Refinancing (C026556)	Bridge Loans	76%	-	-	-	-	-	-	-	-	-	-
	Vivendi Universal Entertainment - Refinancing (C026556)	Bridge Loans	N/A	-	-	1,125	-	-	-	-	-	1,000	-

12/19/2007

Global Media Revenues as at 11 Dec.xls

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DB 000595

Global Media
Franchise Revenue In Excess of 100k
Weekly Change (from Jan 8 to Jan 15)

Deal	Product	Region	Probability	Pipeline					Comments
				Dec	Jan	Jan	Feb	Mar	
Allition Communications - acq financing for Flynor Commun (0027037)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	2,317	0 Pipeline added
AOL Time Warner - convertible offering (30 02) (0024044)	Equity-Convertible Bonds	Americas	0.00	0	0	0	0	(144)	0 Pipeline adjusted
BC Partners - acq of Benetton/Sprinkler (Chess) / Chess "" (0024783)	Acquisition Advisory	Europe	0.00	0	0	(5,000)	0	0	5,000 Pipeline moved
BusinessWire - general advisory (0025885)	Divestiture Advisory	Americas	25.00	0	0	0	0	0	(929) Pipeline adjusted
Carlyle/Vean - acq mod for Chess Dax West(Phase II) / Phase 2 (0025692)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	0	(107) Pipeline adjusted
Excelsior - acq advisory and financing (SM - HE) (0014801)	Bridge Loans	Americas	50.00	0	0	(500)	0	0	0 Pipeline removed
Electronic Arts - general advisory (VUE Games) (0025537)	Acquisition Advisory	Europe	0.00	0	0	0	0	0	0 Pipeline removed
DirectTV USA - bridge financing (4Q 02) (0020076)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	(6,628)	3,310 Pipeline moved
PH Donnelly - acq financing for Sprint Yellow Pages (0025434)	Senior Bank Debt	Americas	50.00	0	0	0	0	(271)	0 Pipeline removed
RH Donnelly - acq financing for Sprint Yellow Pages (0025434)	Senior Bank Debt	Americas	100.00	0	0	5,201	0	0	0 Probably changed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086)	Acquisition Advisory	Americas	75.00	0	0	(5,781)	0	0	0 Probably changed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086)	Acquisition Advisory	Europe	100.00	0	0	1,185	0	0	0 Probably changed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086)	Bonds-Corporate High Yield	Europe	75.00	0	0	(1,162)	0	0	0 Pipeline added
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086)	Senior Bank Debt	Europe	50.00	0	0	0	3,688	0	0 Pipeline added
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086)	Divestiture Advisory	Europe	50.00	0	0	0	3,783	0	0 Pipeline added
Vivendi Universal - disposal of US stakes (0025431)	Block Trade	Americas/Europe	0.00	0	0	0	0	0	(9,746) Pipeline adjusted
Vivendi Universal - disposal of US stakes (0025431)	Divestiture Advisory	Americas/Europe	25.00	0	0	(144)	0	0	(3,841) Pipeline adjusted
Young Broadcasting - general advisory (Kron Station) (0025304)	Divestiture Advisory	Americas	25.00	0	0	0	0	0	2,837 Pipeline added
Young Broadcasting - general advisory (Kron Station) (0025304)	Divestiture Advisory	Americas	0.00	0	0	0	0	0	

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DB 000596

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	BIW PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Plan	BIW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
M&A	1,466	31,925	27,867	4,056	591	81,419	10,705	43,221	49,000	(17,076)	-	-
Other Advisory	-	-	170	(170)	-	-	-	-	-	-	-	-
Total Advisory	1,466	31,925	28,037	3,886	591	81,419	10,705	43,221	49,000	(17,076)	-	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	3,031	25,992	20,109	5,883	7,586	16,314	5,000	38,558	14,000	11,992	-	-
Leverage Loan Fees	-	17,868	12,115	5,653	-	70,699	35,363	53,331	14,000	3,968	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	3,031	43,860	32,224	11,735	7,586	87,013	40,364	51,889	28,000	15,960	-	-
Equity Underwriting	127	56,557	39,022	16,535	-	59,494	10,285	86,842	-	56,657	61	45
Private Placement-Equity	-	908	85	823	-	-	-	908	-	908	-	-
Structured Equity Transactions Group	-	-	162	(162)	-	-	-	-	-	-	-	-
Total Equity	127	57,465	39,269	15,196	-	59,494	10,285	67,750	48,000	8,465	61	45
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	900	(900)	-	-	-	-	-	-	-	-
Gill DCM JV	-	-	15,705	(12,848)	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	2,856	2,683	(2,683)	-	-	-	2,856	-	2,856	-	-
Principal Investing / PE Exceptions / Other	-	-	2,991	4,077	-	-	-	2,991	-	2,991	-	-
Total Legacy Portfolios / Cross Selling / Other	(74)	5,847	18,203	(12,356)	-	-	-	5,847	14,000	(8,153)	-	-
Total Corporate Finance Product	4,551	139,187	110,734	22,484	8,157	226,928	61,353	208,767	140,000	(803)	61	45

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) Balance of Pipeline includes all future years

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DB 000597

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	-	591	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	3,670	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock... (D014619)	-	2,010	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA Lev Fin
	Echostar - General Advisory (Vivendi) (D016541)	96	8,686	-	None
	Emmis Communications - general advisory (Project Football) / Football (D026447)	250	96	-	None
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	-	500	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(12)	77	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory/Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Pinnacle Holdings - general advisory (2001) (D010190)	960	960	-	NA Lev Fin
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Basebal (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	SuperRadio - general advisory (D000577)	-	297	-	None
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	172	172	-	EUR SPON, UK
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	TPI - Project Zamora (Latin American Acquisitions) / Zamora... (D993871)	-	110	-	IBERIA
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves... (D013628)	-	89	-	LA
Total M&A		1,466	31,925	591	
Total Advisory		1,466	31,925	591	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	Allbritton Communications - HY (4Q 02) (D020406)	2,573	2,573	-	NA Lev Fin
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Carlyle/Weish - acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503)	-	4,766	-	NA FIN SPO, NA Lev Fin
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Entercom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,506	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	45	431	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin

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DB 000598

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	-	7,566	NA Lev Fin
	Salem Communications - HY offering (4Q 02) (D027241)	106	106	-	None
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	307	551	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	1,929	-	EUR SPON
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
Total HYCM		3,031	25,992	7,566	
	Carlyle/Welsh - acq fnog for Qwest Dex East (Phase 1) / Phase I (D023503)	-	2,860	-	NA FIN SPO, NA Lev Fin
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	-	1,980	-	EUR SPON, UK
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	-	559	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025556)	-	1,125	-	EUR SPON, NA MEDIA
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
Total Leverage Loan Fees		-	17,968	-	
Total Debt Products		3,031	43,960	7,566	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entercorn Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	5,287	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Leap Frog Enterprises - IPO financing (D016309)	-	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM / Bus (Asia ECM) (D000494)	126	(4,595)	-	CHINA, NA FIN SPO, ASIA SPON
	MediaNation - Sponsoring Agreement (D027084)	-	65	-	ASIA SPON, CHINA, NA FIN SPO
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,747	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None

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DB 000599

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Vivendi Universal - mandatory convertible bond (D028623)	1	22,335	-	FRANCE
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
Total Equity Underwriting		127	55,567	-	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mtrm (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
Total Private Placement-Equity		-	908	-	
Total Equity		127	57,486	-	
	AOL Time Warner inc. - IG Bond. (M3404)	-	141	-	None
	Pitney Bowes - IG offering (3Q 02) (D026114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		-	2,856	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(17)	(105)	-	None
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(56)	(739)	-	None
	Unallocated Event (***)	(0)	(1)	-	None
Total Principal Investing / PE Exceptions / Other		(74)	2,991	-	
Total Legacy Portfolios / Gross Selling / Other		(74)	5,847	-	
Total Corporate Finance Product		4,551	139,197	8,167	

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DB 000600

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
CROSS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline
			Jan	Feb	Mar	Apr	Balance Of Year 2003		
	Acme Communications - general advisory (D006356)	75	-	-	-	365	(355)	365	266
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D023086)	100	1,135	-	-	5,000	(1,135)	1,135	1,135
	BC Partners - acq of Bertelsmann/Springer (Chess) / Chess ~ (D024763)	0	-	-	-	-	(5,000)	5,000	500
	Boosey & Hawkes - divestiture advisory/delencis & refinancing / Bronze (D016359)	25	-	2,000	-	-	(2,000)	2,000	1,064
	BusinessWire - general advisory (D005685)	25	-	-	-	-	-	4,256	4,256
	Deutsche Telekom - sale options for 10% stake in SES (D011448)	0	-	-	-	-	-	6,000	750
	Digitalurk - sell-side advisory (D025150)	25	-	-	3,000	-	(3,000)	3,000	100
	Emmis Communications - general advisory (D025150)	100	-	-	100	-	(100)	100	828
	Emmis Communications - acq of Fisher Communications (D027038)	25	-	-	-	-	-	3,310	11,490
	Fininvest - (Focus) / Focus (ex-Simfast) (D016359)	75	-	250	-	-	(250)	250	188
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	-	-	4,500	1,125
	Pearson plc - strategic advisory re Interactive Data Corp (D023060)	0	-	-	-	-	-	4,720	4,720
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	5,000	-	(5,000)	5,000	1,250
	Radler - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	-	4,000	4,000
	Taylor & Francis - pot acq of Blackwell STM publishing subs (D012872)	25	-	-	-	-	-	4,000	1,000
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	10,000	-	(10,000)	9,457	9,457
	Vivendi - Canal Plus French assets M&A/ECM (ex. Technologies) / Canal+ (D025206)	25	-	-	-	-	-	10,000	2,500
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	-	-	2,837	2,837
Total M&A			1,135	2,250	18,100	5,356	54,579	81,419	10,705
Total Advisory			1,135	2,250	18,100	5,356	54,579	81,419	10,705
	Allegation Communications - acq financing for Fisher Commun (D027037)	25	-	-	2,317	-	(2,317)	2,317	579
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D023086)	50	-	3,688	-	-	(3,688)	3,688	1,844
	Carlyle/Welsh - acq financing for Quest Dex West (Phase II) / Phase 2 (D025662)	25	-	-	-	6,998	(6,998)	6,998	1,750
	DirectTV USA - bridge financing (4Q 02) (D020076)	25	-	-	-	3,310	(3,310)	3,310	828
Total HYCM			-	3,688	2,317	3,310	8,988	16,314	5,000
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D023086)	50	-	3,783	-	-	(3,783)	3,783	1,991
	Carlyle/Welsh - acq financing for Quest Dex West (Phase II) / Phase 2 (D025662)	25	-	-	5,674	-	(5,674)	5,674	1,419
	Comcast - acq financing for AT&T Broadband (participant bank) (D020813)	50	-	-	1,702	-	(1,702)	1,702	951
	DirectTV USA - bridge financing (4Q 02) (D020076)	50	-	-	17,779	-	(17,779)	17,779	8,990
	EchoStar - acq advisory and financing (GM - HE) (D014801)	50	32,722	-	-	-	(32,722)	32,722	16,361
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	100	5,201	-	-	-	(5,201)	5,201	5,201
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	-	2,837	-	(2,837)	2,837	750
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	(1,000)	1,000	35,383
Total Leverage Loan Fees			37,923	3,783	28,993	-	(70,699)	70,699	35,383
Total Debt Products			37,923	7,471	31,310	3,310	5,988	87,013	40,364
	AOL Time Warner - convertible offering (3Q 02) (D024644)	0	-	-	9,457	-	(9,457)	9,457	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	-	15,000	-
	B&W - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	(2,500)	2,500	1,875
	Citadel Broadcasting - IPO (D023096)	0	-	-	2,837	-	(2,837)	2,837	-
	MediaNation - Sponsoring Agreement (D027084)	75	-	-	-	-	-	61	91
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	-	1,182	-	(1,182)	1,182	6,000
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	-	8,000	8,000
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	0	-	-	-	-	-	10,000	2,354
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	(9,457)	9,457	10,330
Total Equity Underwriting			9,457	-	19,978	-	33,061	58,555	10,330
Total Equity			9,457	-	19,978	-	33,061	58,555	10,330
Total Corporate Finance Product			48,615	9,721	66,387	8,665	94,638	226,866	61,399

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DB 000601

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media.

BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Banking, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Citadel Broadcasting - IPO (D022066)	Equity-IPO	0%	-	-	-	2,837	-
	Cumulus Media - secondary offering (2Q 02) (D022816)	Equity-Secondary	N/A	-	5,134	-	-	-
	DirectTV USA - bridge financing (4Q 02) (D020076)	Bonds-Corporate High Yield	25%	-	-	-	3,910	-
	DirectTV USA - bridge financing (4Q 02) (D020076)	Senior Bank Debt	50%	-	-	-	17,779	-
	EchoStar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,888	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	-	(536)	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	N/A	-	(145)	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	Bridge Loans	50%	-	-	-	32,722	-
	Ernst Communications - Block Trade (2Q 02) (D021959)	Block Trade	N/A	-	2,206	-	-	-
	Ernst Communications - acq of Fitter Communications (D027038)	Acquisition Advisory	25%	-	-	-	3,310	-
	Ernst Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,490	-
	Ernst Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	96	-	-	-	-	-
	Entertainment Communications - HY offering (2Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	96	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	1,152	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015969)	Bonds-Corporate High Yield	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015969)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Mediation - HK\$445.0mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000464)	Senior Bank Debt	N/A	-	5,960	-	-	-
	Mediation - Sponsoring Agreement (D027084)	Equity-IPO	125	-	(4,595)	-	-	-
	MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	75%	-	-	-	61	-
	Radio One - HY offering (2Q 01) (D012201)	Bonds-Corporate High Yield	N/A	-	85	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	Bonds-Corporate High Yield	N/A	-	551	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	307	-	-	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021862)	Senior Bank Debt	0%	-	1,208	-	2,837	-
	SuperRadio - general advisory (D005577)	Divestiture Advisory	N/A	-	297	-	-	-
	Vacuum - IG offering (3Q 02) (D026676)	Bonds-Corp. Investment Grade	N/A	-	657	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	-	-	1,125	-	-	-
	IBiquity Digital - Private Placement (Q2 02) (D013707)	Private Placement-Equity	N/A	-	749	-	-	-
Austin, Geoffrey	BC Partners - acq of Borden/Springer (Chees) / Chees ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D0235086)	Acquisition Advisory	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D0235086)	Bonds-Corporate High Yield	50%	-	-	-	3,888	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D0235086)	Senior Bank Debt	50%	-	-	-	3,783	-
	Gazprom - sale of Gazprom Media to Spunk Group (Astra) / Astra * (D013940)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - Acq advisory for RIM / Pacific (D014213)	Acquisition Advisory	N/A	-	2,188	-	-	-
	Johnston Press - \$800mm debt financing for RIM acquisition / Jupiter - (D014834)	Equity-Rights	N/A	-	1,049	-	-	-
	Johnston Press - \$800mm debt financing for RIM acquisition / Jupiter - (D014834)	Senior Bank Debt	N/A	-	1,980	-	-	-
	Taylor & Francis - pot acq of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Acquisition Advisory	N/A	-	172	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	N/A	-	-	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	8,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Divestiture Advisory	25%	-	9,457	-	0%	-
	Yell - US\$400mm financing for acq of Meleod Publishing (D020485)	Bonds-Corporate High Yield	N/A	-	1,829	-	10,000	-
	Yell - US\$400mm financing for acq of Meleod Publishing (D020485)	Senior Bank Debt	N/A	-	292	-	-	-
Cady, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	8,998	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	5,974	-
	Carlyle/Welsh - acq fncg for Qwest Dex East(Phase I) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	-	4,788	-	-	-
	Carlyle/Welsh - acq fncg for Qwest Dex East(Phase I) / Phase 1 (D023503)	Senior Bank Debt	N/A	-	2,860	-	-	-
	Chadel Broadcasting - IPO (D023086)	Equity-IPO	0%	-	-	-	2,837	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-	-
	Ernst Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,490	-
	Ernst Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	96	-	98	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020888)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-	
Leap Frog Enterprises - IPO financing (D016306)	Equity-IPO	N/A	-	688	-	-	-	
MediaNation - HK\$445.0mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000464)	Equity-IPO	N/A	-	(4,595)	-	-	-	

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media

BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Graves, Daniel B.	MediaNation - Sponsoring Agreement (D027084)	Equity-IPD	75%	-	-	-	81	61
	MediaNation - Sponsoring Agreement (D027084)	Equity-IPD	N/A	-	85	-	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	(89)	-	-	-
	RM Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	-	7,566	-	-
	Radio One - Second offering (2Q 02) (D021881)	Senior Bank Debt	100%	-	-	-	5,201	-
	Radio One - Second offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
	Sinclair Broadcasting - HY offering (1Q 01) (D021370)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,837	-
	SuperRadio - general advisory (D020577)	Divestiture Advisory	N/A	-	297	-	-	-
	Viacom - IG offering (3Q 02) (D025576)	Bonds-Corp. Investment Grade	N/A	-	657	-	-	-
	Alpha Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-	-
	Albritton Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-	-
	Albritton Communications - HY (4Q 02) (D020406)	Bonds-Corporate High Yield	N/A	2,573	2,573	-	-	-
	Aldor Entertainment - acq financing for Fisher Comm (D027037)	Bonds-Corporate High Yield	25%	-	-	-	2,317	-
Lovagrove, Stephen	Gaylord Entertainment - Project Workshop (D013127)	Divestiture Advisory	N/A	-	1,621	-	-	-
	Gray Television - HY offering (4Q 02) (D022867)	Bonds-Corporate High Yield	N/A	45	431	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022867)	Equity-Secondary	N/A	-	5,287	-	-	-
	Landmark Communications - general advisory (Refiner 2001-02) (D014724)	Senior Bank Debt	N/A	-	1,287	-	-	-
	Landmark Communications - HY offering (4Q 02) (D022867)	Other M&A Advisory	N/A	-	203	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	Bonds-Corporate High Yield	N/A	106	106	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	0%	-	-	-	1,182	-
	Tribune Co - general advisory (radio assets) (D022234)	Divestiture Advisory	N/A	-	1,088	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	16,000	-
	BC Partners - acq of BertelsmannSpringer (Ches) / Ches ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	BSkyB - GBP 200 million convertible bond (D020286)	Equity-Convertible Bonds	75%	-	-	-	2,500	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	100%	-	-	-	1,136	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bonds-Corporate High Yield	50%	-	-	-	3,888	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Senior Bank Debt	50%	-	-	-	3,783	-
Lovell, Nicholas	Bertelsmann - Project Rock / Rock (D014819)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	Short Term Finance	N/A	-	4,191	-	-	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Divestiture Advisory	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	(12)	77	-	-	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Equity-IPD	N/A	-	(1,628)	-	-	-
	JCDecaux - IPO (project Fox) / Fox (D004897)	Acquisition Advisory	25%	-	-	-	4,500	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	N/A	-	30	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	0%	-	-	-	4,729	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Defense Advisory	25%	-	-	-	5,000	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	Divestiture Advisory	0%	-	-	-	4,000	-
	Reiters - strategic advisory re 53% stake in Tibco (D026052)	Equity-IPD	75%	-	-	-	8,000	-
	SES Global - 6700-1bn IPO - Project Gerard2 / Gerard2 (D013635)	Senior Bank Debt	N/A	-	151	-	-	-
Lovell, Nicholas	TPI - EUR 350mm refinancing - July 2002 (D022100)	Acquisition Advisory	N/A	-	110	-	-	-
	Taylor & Francis - pot acq of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025298)	Divestiture Advisory	25%	-	-	-	10,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	(12)	77	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	3,747	-	4,729	-
	Puigcic Groupe SA - convertible bond 01 2002(King) / King * (D016091)	Equity-Convertible Bonds	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025298)	Divestiture Advisory	25%	-	-	-	10,000	-

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